

PR/124207 | Business Development (Japanese Speaker)

Job Information

Recruiter
JAC Recruitment Indonesia

Job ID
1624009

Industry
Other (Trade)

Job Type
Permanent Full-time

Location
Indonesia

Salary
Negotiable, based on experience

Refreshed
November 24th, 2026 10:55

General Requirements

Minimum Experience Level
Over 6 years

Career Level
Mid Career

Minimum English Level
Business Level

Minimum Japanese Level
Business Level

Minimum Education Level
Associate Degree/Diploma

Visa Status
No permission to work in Japan required

Job Description

Key Responsibilities

- Develop and maintain strong relationships with existing Japanese and local clients.
- Identify and pursue new business opportunities to expand market share and revenue.
- Conduct market research and competitor analysis to identify industry trends and customer needs.
- Prepare business proposals, quotations, contracts, and sales presentations.
- Negotiate commercial terms and coordinate project implementation with clients and suppliers.
- Manage the entire sales cycle, from lead generation to contract closing and after-sales support.
- Collaborate closely with internal departments including logistics, procurement, finance, and technical teams.
- Serve as the primary communication bridge between Japanese headquarters/clients and local operations.

- Monitor sales performance and prepare regular business reports and forecasts for management.
- Supervise and guide junior sales or business development staff to ensure team targets are achieved.
- Attend client meetings, business events, and industry exhibitions when required.

Requirements

- Bachelor's Degree in Business, Marketing, International Trade, Engineering, or a related field.
- At least 5 years of experience in Business Development, Sales, Account Management, or Trading Business.
- Minimum 1-2 years of leadership or supervisory experience.
- Business-level Japanese proficiency (JLPT N2 or above preferred).
- Professional communication skills in English and Indonesian.
- Experience handling Japanese clients and understanding Japanese business culture.
- Strong negotiation, presentation, and relationship management skills.
- Proficient in Microsoft Office (Excel, PowerPoint, Word).
- Willingness to travel for business purposes when necessary.

Notice: By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

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Company Description